

WASHINGTON STATE DEPARTMENT OF REVENUE



NEWS

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Taxable Retail Sales Rise 7.6 Percent for Fourth Quarter 2004

OLYMPIA, Wash., April 28, 2005 — Taxable retail sales rose 7.6 percent during the fourth quarter of 2004 compared to the same period in 2003, according to the latest Quarterly Business Review published by the Washington Department of Revenue.

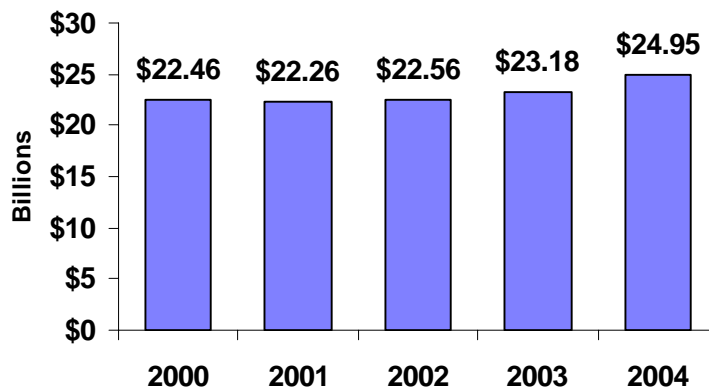
The 7.6 percent gain was the highest quarter-over-quarter growth since sales rose 10.1 percent during the first quarter of 2000, and it was the highest fourth-quarter growth since sales increased 9.3 percent during the fourth quarter of 1999.

Washington businesses reported \$24.95 billion in taxable retail sales from October through December, up from \$23.18 billion reported for the fourth quarter of 2003.

Retail trade was up 6.3 percent, at \$13.46 billion compared to \$12.66 billion in 2003. Retail trade is a subset of all sales that tracks sales at retail outlets only and excludes volatile sectors such as contracting.

Contracting generated the largest

**Taxable Retail Sales
Fourth Quarter 2000 - 2004**



share of taxable retail sales at 17.2 percent, followed by auto sales at 8.9 percent and restaurant and bar sales at 7.2 percent.

Among the largest counties, King County recorded a 6.3 percent increase in overall taxable retail sales and a 4.4 percent increase in retail trade. Snohomish County posted an 8.5 percent gain overall and a 5.8 percent gain in retail trade. Pierce County was up 8.9 percent and 8.8 percent, respectively. In Eastern Washington, Spokane County was up 5.9 percent overall and 5.1 percent in retail trade.

Among large cities, Seattle increased 5.9 percent overall and 6 percent in retail trade. Everett increased 0.4 percent and 1.1 percent, respectively, while Tacoma was up 4.2 percent and 7.1 percent. In Eastern Washington, Spokane's sales increased 3.8 percent overall and 4.3 percent in retail trade.

Complete results for all counties and cities, including breakdowns of sales by industry sector, are available online at www.dor.wa.gov. Go to the quarterly business review area in the statistical reports section, http://dor.wa.gov/content/statistics/stats_qbr.aspx.

The Quarterly Business Review currently uses the Standard Industrial Classification (SIC) system to categorize industrial sectors. It will shift to a new North American Industry Classification System (NAICS) beginning with the first quarter 2005 report. The calendar year 2004 report will use both NAICS and SIC codes.



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TAXABLE RETAIL SALES BY COUNTY

All Taxable Retail Sales*

Retail Trade Only**

	4th Quarter 03	4th Quarter 04	Change	4th Quarter 03	4th Quarter 04	Change
Adams	\$33,884,850	\$40,492,873	19.5%	\$16,398,057	\$17,680,337	7.8%
Asotin	37,950,103	41,230,400	8.6%	23,671,283	24,599,032	3.9%
Benton	532,842,111	572,161,629	7.4%	331,113,127	348,335,124	5.2%
Chelan	272,139,267	302,051,438	11.0%	141,935,730	156,762,641	10.4%
Clallam	197,279,938	244,113,629	23.7%	111,568,161	122,087,058	9.4%
Clark	1,022,710,769	1,111,670,358	8.7%	521,482,735	574,764,717	10.2%
Columbia	7,290,916	8,326,277	14.2%	2,447,385	2,100,198	-14.2%
Cowlitz	271,541,198	298,212,602	9.8%	160,977,524	173,377,918	7.7%
Douglas	88,936,162	94,136,002	5.8%	56,411,900	59,012,971	4.6%
Ferry	7,568,812	8,809,269	16.4%	3,001,589	3,421,435	14.0%
Franklin	174,314,052	204,965,111	17.6%	72,732,903	91,646,381	26.0%
Garfield	3,435,121	4,035,021	17.5%	1,758,410	1,883,533	7.1%
Grant	185,180,248	201,446,502	8.8%	96,556,747	105,036,957	8.8%
Grays Harbor	165,138,763	182,362,975	10.4%	97,126,963	103,409,795	6.5%
Island	162,065,747	185,148,292	14.2%	78,719,067	85,365,258	8.4%
Jefferson	76,349,531	86,030,129	12.7%	31,057,590	33,856,938	9.0%
King	9,348,271,101	9,939,385,341	6.3%	4,797,606,694	5,010,768,383	4.4%
Kitsap	781,329,358	791,525,381	1.3%	480,859,778	498,483,683	3.7%
Kittitas	130,892,527	145,534,515	11.2%	57,900,208	62,859,139	8.6%
Klickitat	36,443,606	35,223,123	-3.3%	8,883,980	9,175,370	3.3%
Lewis	214,960,320	231,479,449	7.7%	117,928,188	126,271,297	7.1%
Lincoln	15,574,367	17,904,082	15.0%	5,965,576	6,214,921	4.2%
Mason	105,853,829	109,908,822	3.8%	53,466,741	56,877,158	6.4%
Okanagan	87,253,253	92,264,235	5.7%	47,615,207	51,547,412	8.3%
Pacific	37,925,412	40,023,495	5.5%	15,938,542	16,272,428	2.1%
Pend Oreille	17,165,250	19,031,559	10.9%	6,850,031	7,371,259	7.6%
Pierce	2,517,059,628	2,739,965,895	8.9%	1,457,188,886	1,585,493,946	8.8%
San Juan	71,571,721	73,290,693	2.4%	20,140,822	22,715,878	12.8%
Skagit	480,207,378	533,251,972	11.0%	303,155,188	336,028,977	10.8%
Skamania	15,194,405	21,328,571	40.4%	3,535,275	4,343,725	22.9%
Snohomish	2,183,530,509	2,369,681,091	8.5%	1,306,304,079	1,381,668,822	5.8%
Spokane	1,553,602,197	1,645,953,402	5.9%	918,070,019	965,339,068	5.1%
Stevens	71,217,906	74,728,521	4.9%	39,650,483	40,557,118	2.3%
Thurston	799,994,322	870,787,130	8.8%	469,467,470	494,701,693	5.4%
Wahkiakum	4,290,413	5,539,167	29.1%	1,387,364	1,647,023	18.7%
Walla Walla	148,658,944	155,392,907	4.5%	69,631,921	76,208,909	9.4%
Whatcom	638,843,582	704,415,622	10.3%	365,621,135	401,563,894	9.8%
Whitman	97,006,931	102,829,255	6.0%	35,345,362	37,561,272	6.3%
Yakima	588,523,483	648,670,056	10.2%	334,528,147	359,077,126	7.3%
TOTALS	\$23,183,998,030	\$24,953,306,791	7.6%	\$12,664,000,267	\$13,456,088,794	6.3%

*All taxable retail sales includes retailing, services, contracting (construction), manufacturing, transportation, communications, utilities, wholesaling, finance, insurance, real estate and others. Sales taxes from contracting can be highly volatile.

**Retail Trade includes taxable sales of building materials and hardware, general merchandise, food, auto dealers, apparel, furnishings, eating/drinking places, and miscellaneous retail stores. This figure better represents consumer purchases.

TAXABLE RETAIL SALES BY SELECTED CITIES

	All Taxable Retail Sales*			Retail Trade Only**		
	4th Quarter 03	4th Quarter 04	Change	4th Quarter 03	4th Quarter 04	Change
Aberdeen	\$88,321,441	\$93,714,198	6.1%	\$65,599,192	\$69,551,121	6.0%
Auburn	380,784,923	413,477,409	8.6%	219,811,321	230,970,394	5.1%
Bellevue	1,104,692,591	1,206,788,912	9.2%	685,120,337	708,052,315	3.3%
Bellingham	452,065,737	482,501,181	6.7%	291,282,796	317,832,333	9.1%
Bremerton	167,560,167	167,306,612	-0.2%	102,064,622	107,248,114	5.1%
Camas	32,999,122	34,316,236	4.0%	11,581,034	11,887,824	2.6%
Centralia	61,986,783	62,211,950	0.4%	36,495,554	37,934,837	3.9%
Chehalis	82,643,073	92,810,885	12.3%	58,132,663	64,506,447	11.0%
Colville	40,229,159	40,606,268	0.9%	28,006,107	28,391,565	1.4%
Des Moines	43,485,481	49,470,822	13.8%	20,562,420	21,880,252	6.4%
Edmonds	122,116,225	137,636,977	12.7%	74,874,030	80,560,347	7.6%
Ellensburg	81,328,001	86,638,628	6.5%	43,685,529	47,693,661	9.2%
Everett	561,419,859	563,603,119	0.4%	326,747,287	330,392,183	1.1%
Federal Way	315,653,121	325,809,404	3.2%	219,675,419	219,844,758	0.1%
Fife	162,136,189	194,191,801	19.8%	112,768,430	133,812,798	18.7%
Issaquah	282,837,960	289,994,775	2.5%	190,918,618	179,079,155	-6.2%
Kelso	56,275,708	61,341,443	9.0%	36,944,327	40,034,902	8.4%
Kennewick	329,581,087	343,895,757	4.3%	230,977,370	240,658,452	4.2%
Kent	526,518,199	605,807,791	15.1%	228,106,199	267,451,030	17.2%
Kirkland	361,699,657	379,651,627	5.0%	223,518,400	234,505,659	4.9%
Lacey	157,146,556	173,583,917	10.5%	102,575,821	105,866,353	3.2%
Longview	149,623,096	156,917,531	4.9%	97,462,662	101,607,511	4.3%
Lynnwood	499,417,185	561,260,097	12.4%	386,110,870	412,048,074	6.7%
Marysville	110,809,721	122,711,274	10.7%	62,924,245	69,990,846	11.2%
Mercer Island	58,849,943	72,101,928	22.5%	14,600,123	15,358,325	5.2%
Moses Lake	94,323,768	105,933,441	12.3%	60,498,570	67,245,842	11.2%
Mount Vernon	126,716,456	132,721,997	4.7%	78,757,112	78,219,003	-0.7%
Mountlake Terrace	41,166,377	39,375,152	-4.4%	17,340,202	17,748,593	2.4%
Oak Harbor	73,741,319	83,559,252	13.3%	47,302,816	49,393,094	4.4%
Olympia	406,558,959	439,102,291	8.0%	261,085,821	277,496,717	6.3%
Omak	29,191,460	30,325,265	3.9%	23,093,863	24,372,907	5.5%
Pasco	153,958,257	185,984,522	20.8%	69,650,168	88,098,349	26.5%
Port Angeles	71,959,006	86,735,224	20.5%	39,308,857	40,996,522	4.3%
Port Townsend	38,064,208	39,974,593	5.0%	18,040,332	19,417,411	7.6%
Pullman	74,804,653	77,049,637	3.0%	27,840,529	29,837,250	7.2%
Puyallup	406,356,846	432,204,989	6.4%	298,946,077	313,388,782	4.8%
Redmond	454,438,828	457,403,965	0.7%	224,353,619	228,812,507	2.0%
Renton	462,733,512	479,798,339	3.7%	263,353,312	285,534,904	8.4%
Richland	150,308,661	166,155,172	10.5%	83,705,199	90,500,652	8.1%
SeaTac	196,530,763	222,886,433	13.4%	36,930,344	34,161,337	-7.5%
Seattle	3,313,766,632	3,509,916,666	5.9%	1,486,873,531	1,576,325,572	6.0%
Shelton	51,803,863	49,931,582	-3.6%	30,101,663	32,554,352	8.1%
Spokane	848,614,605	881,167,136	3.8%	486,995,605	507,957,238	4.3%
Sunnyside	50,545,313	58,891,797	16.5%	33,558,188	36,460,205	8.6%
Tacoma	988,097,579	1,030,011,376	4.2%	559,901,837	599,378,717	7.1%
Tukwila	504,741,955	507,980,465	0.6%	356,261,101	368,778,723	3.5%
Vancouver	560,075,107	604,798,360	8.0%	312,066,776	335,069,368	7.4%
Walla Walla	103,919,571	115,915,206	11.5%	56,031,028	59,079,087	5.4%
Wenatchee	166,893,518	184,133,188	10.3%	96,815,567	107,420,912	11.0%
Yakima	321,714,486	353,302,290	9.8%	185,262,673	202,266,201	9.2%

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